

Appendix 6-C

Nextel Exit Survey Methodology

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Appendix 6-D

Nextel Exit Surveys from January 1, 2004 to Present

Excel spreadsheet – provided electronically
REDACTED IN FULL

FCC INTERROGATORY NO. 7

7. Provide, with regard to Nextel, the following:
- a. *Best estimates of fixed and variable operating costs, the average cost per subscriber, the average cost of acquiring a mobile wireless customer, and the average cost of serving a customer.*
 - b. *Documents which discuss marginal (or incremental) costs per user and marginal (or incremental) costs per minute.*
 - c. *Documents that discuss in-network pricing strategies (e.g. free mobile-to-mobile minutes), and any responses to rivals' in-network pricing strategies. Documents should include those which discuss competitive strategies, marketing strategies, and/or advertising strategies with respect to in-network pricing structures*

Response:

a.

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- b. Nextel has been unable to locate any documents responsive to this interrogatory.
- c. See Nextel Document Production Index at Spec 7c, attached as Appendix 7-A.

Appendix 7-A

Nextel Document Production Index at Spec 7c

Contestants	Begin Date	End Date	PDC Specs
Detweiler, Milan	NEX-FCC-018-00088	NEX-FCC-018-00106	7c - In-Network/Free Minutes Pricing Strategies
Detweiler, Milan	NEX-FCC-018-02363	NEX-FCC-018-02375	5b - Customer Segments-Groups, 7c - In-Network/Free Minutes Pricing Strategies
Detweiler, Milan	NEX-FCC-018-03413	NEX-FCC-018-03417	7c - In-Network/Free Minutes Pricing Strategies, 5d - Push-to-Talk Competition
Girskis, Donald	NEX-FCC-027-02270	NEX-FCC-027-02277	5c - Prepaid Competition, 7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-00093	NEX-FCC-050-00096	7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-00154	NEX-FCC-050-00158	7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-00159	NEX-FCC-050-00174	7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-00207	NEX-FCC-050-00296	5a - Wireless Competition; 7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-00601	NEX-FCC-050-00619	7c - In-Network/Free Minutes Pricing Strategies; 7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-01172	NEX-FCC-050-01187	7c In Network; 5a - Wireless Competition; 8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-01188	NEX-FCC-050-01219	8 - Regional/Local Pricing Strategies; 5a - Wireless Competition; 5b - Customer Segments-Groups; 7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-01224	NEX-FCC-050-01465	8 - Regional/Local Pricing Strategies; ; 5b - Customer Segments-Groups; 7c - In-Network/Free Minutes Pricing Strategies; 5a - Wireless Competition
McPhail, Stephen	NEX-FCC-050-02101	NEX-FCC-050-02229	8 - Regional/Local Pricing Strategies; 5a - Wireless Competition; 7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-02230	NEX-FCC-050-02264	8 - Regional/Local Pricing Strategies; 7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-02289	NEX-FCC-050-02313	8 - Regional/Local Pricing Strategies; 7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-02370	NEX-FCC-050-02446	5a - Wireless Competition; 8 - Regional/Local Pricing Strategies; 7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-02447	NEX-FCC-050-02557	5a - Wireless Competition; 7c - In-Network/Free Minutes Pricing Strategies; 8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-02558	NEX-FCC-050-02569	5a - Wireless Competition; 7c - In-Network/Free Minutes Pricing Strategies; 5b - Customer Segments-Groups
McPhail, Stephen	NEX-FCC-050-02570	NEX-FCC-050-02570	5a - Wireless Competition; 7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-02952	NEX-FCC-050-02968	7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-02969	NEX-FCC-050-02976	7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-02977	NEX-FCC-050-03003	7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03004	NEX-FCC-050-03007	7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03259	NEX-FCC-050-03263	7c - In-Network/Free Minutes Pricing Strategies

Custodian	Begin Dates	End Dates	FISC SPEC'S
McPhail, Stephen	NEX-FCC-050-03264	NEX-FCC-050-03272	7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03273	NEX-FCC-050-03279	7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03280	NEX-FCC-050-03302	7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03303	NEX-FCC-050-03313	7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03321	NEX-FCC-050-03325	7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03356	NEX-FCC-050-03360	7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03398	NEX-FCC-050-03398	7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03517	NEX-FCC-050-03518	7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03519	NEX-FCC-050-03523	7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03524	NEX-FCC-050-03532	7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03559	NEX-FCC-050-03560	8 - Regional/Local Pricing Strategies, 7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03594	NEX-FCC-050-03595	7c - In-Network/Free Minutes Pricing Strategies, 5a - Wireless Competition
McPhail, Stephen	NEX-FCC-050-03600	NEX-FCC-050-03601	7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03602	NEX-FCC-050-03603	8 - Regional/Local Pricing Strategies, 7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03659	NEX-FCC-050-03668	7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03673	NEX-FCC-050-03674	7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03681	NEX-FCC-050-03681	7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03710	NEX-FCC-050-03711	7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03715	NEX-FCC-050-03721	7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03733	NEX-FCC-050-03735	7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03736	NEX-FCC-050-03750	7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03751	NEX-FCC-050-03755	7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03756	NEX-FCC-050-03760	7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03773	NEX-FCC-050-03776	5d - Push-to-Talk Competition, 7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03809	NEX-FCC-050-03811	7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03833	NEX-FCC-050-03834	7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03868	NEX-FCC-050-03871	7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03874	NEX-FCC-050-03885	7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03890	NEX-FCC-050-03892	7c - In-Network/Free Minutes Pricing Strategies
Newton, Dennis	NEX-FCC-055-00404	NEX-FCC-055-00422	7c - In-Network/Free Minutes Pricing Strategies
Newton, Dennis	NEX-FCC-055-02664	NEX-FCC-055-02664	7c - In-Network/Free Minutes Pricing Strategies

Custodians	BeginDate	EndDate	FCC SPECS
Newton, Dennis	NEX-FCC-055-02752	NEX-FCC-055-02757	5a - Wireless Competition, 5c - Prepaid Competition, 5d - Push-to-Talk Competition, 7c - In-Network/Free Minutes Pricing Strategies, 8 - Regional/Local Pricing Strategies
Newton, Dennis	NEX-FCC-055-02772	NEX-FCC-055-02796	7c - In-Network/Free Minutes Pricing Strategies
Schweitzer, Mark	NEX-FCC-068-00596	NEX-FCC-068-00600	7c - In-Network/Free Minutes Pricing Strategies
Schweitzer, Mark	NEX-FCC-068-00692	NEX-FCC-068-00693	7c - In-Network/Free Minutes Pricing Strategies
Schweitzer, Mark	NEX-FCC-068-00754	NEX-FCC-068-00756	5a - Wireless Competition, 7c - In-Network/Free Minutes Pricing Strategies
Schweitzer, Mark	NEX-FCC-068-01455	NEX-FCC-068-01457	5b - Customer Segments-Groups, 7c - In-Network/Free Minutes Pricing Strategies
Schweitzer, Mark	NEX-FCC-068-01752	NEX-FCC-068-01776	7c - In-Network/Free Minutes Pricing Strategies
Schweitzer, Mark	NEX-FCC-068-02097	NEX-FCC-068-02098	8 - Regional/Local Pricing Strategies, 7c - In-Network/Free Minutes Pricing Strategies, 5d - Push-to-Talk Competition
Schweitzer, Mark	NEX-FCC-068-02099	NEX-FCC-068-02100	7c - In-Network/Free Minutes Pricing Strategies, 8 - Regional/Local Pricing Strategies
Schweitzer, Mark	NEX-FCC-068-02120	NEX-FCC-068-02124	7c - In-Network/Free Minutes Pricing Strategies, 5a - Wireless Competition
Schweitzer, Mark	NEX-FCC-068-02125	NEX-FCC-068-02127	5a - Wireless Competition, 7c - In-Network/Free Minutes Pricing Strategies
Schweitzer, Mark	NEX-FCC-068-02341	NEX-FCC-068-02342	7c - In-Network/Free Minutes Pricing Strategies
Schweitzer, Mark	NEX-FCC-068-02343	NEX-FCC-068-02345	7c - In-Network/Free Minutes Pricing Strategies
Schweitzer, Mark	NEX-FCC-068-02346	NEX-FCC-068-02347	7c - In-Network/Free Minutes Pricing Strategies
Schweitzer, Mark	NEX-FCC-068-02348	NEX-FCC-068-02350	7c - In-Network/Free Minutes Pricing Strategies
Schweitzer, Mark	NEX-FCC-068-02354	NEX-FCC-068-02357	8 - Regional/Local Pricing Strategies, 7c - In-Network/Free Minutes Pricing Strategies
Schweitzer, Mark	NEX-FCC-068-02366	NEX-FCC-068-02369	7c - In-Network/Free Minutes Pricing Strategies, 8 - Regional/Local Pricing Strategies
Schweitzer, Mark	NEX-FCC-068-02370	NEX-FCC-068-02371	7c - In-Network/Free Minutes Pricing Strategies, 10 - Demand Elasticities
Schweitzer, Mark	NEX-FCC-068-02372	NEX-FCC-068-02373	5a - Wireless Competition, 7c - In-Network/Free Minutes Pricing Strategies
Schweitzer, Mark	NEX-FCC-068-02753	NEX-FCC-068-02831	5a - Wireless Competition, 7c - In-Network/Free Minutes Pricing Strategies
Schweitzer, Mark	NEX-FCC-068-02860	NEX-FCC-068-02863	7c - In-Network/Free Minutes Pricing Strategies
Schweitzer, Mark	NEX-FCC-068-02959	NEX-FCC-068-02961	7c - In-Network/Free Minutes Pricing Strategies
Schweitzer, Mark	NEX-FCC-068-02962	NEX-FCC-068-02965	8 - Regional/Local Pricing Strategies, 7c - In-Network/Free Minutes Pricing Strategies
Schweitzer, Mark	NEX-FCC-068-02966	NEX-FCC-068-02970	7c - In-Network/Free Minutes Pricing Strategies
Weiner, Scott	NEX-FCC-078-00076	NEX-FCC-078-00100	7c - In-Network/Free Minutes Pricing Strategies
Weiner, Scott	NEX-FCC-078-00468	NEX-FCC-078-00469	7c - In-Network/Free Minutes Pricing Strategies
Weiner, Scott	NEX-FCC-078-00476	NEX-FCC-078-00486	7c - In-Network/Free Minutes Pricing Strategies

Customer	Begin Date	End Date	FCC Specs
Weiner, Scott	NEX-FCC-078-00487	NEX-FCC-078-00508	7c - In-Network/Free Minutes Pricing Strategies; 5d - Push-to-Talk Competition; 5a - Wireless Competition
Weiner, Scott	NEX-FCC-078-00509	NEX-FCC-078-00539	7c - In-Network/Free Minutes Pricing Strategies; 5c - Prepaid Competition
Weiner, Scott	NEX-FCC-078-01048	NEX-FCC-078-01401	5d - Push-to-Talk Competition; 7c - In-Network/Free Minutes Pricing Strategies
Weiner, Scott	NEX-FCC-078-01865	NEX-FCC-078-01887	5a - Wireless Competition; 7c - In-Network/Free Minutes Pricing Strategies; 8 - Regional/Local Pricing Strategies
Weiner, Scott	NEX-FCC-078-01947	NEX-FCC-078-01988	5a - Wireless Competition; 5b - Customer Segments-Groups; 5d - Push-to-Talk Competition; 7c - In-Network/Free Minutes Pricing Strategies; 5c - Prepaid Competition; 8 - Regional/Local Pricing Strategies
Weiner, Scott	NEX-FCC-078-01989	NEX-FCC-078-02001	5a - Wireless Competition; 5b - Customer Segments-Groups; 5e - Push-to-Talk & Prepaid Market Share Information; 7c - In-Network/Free Minutes Pricing Strategies
Weiner, Scott	NEX-FCC-078-02002	NEX-FCC-078-02019	5a - Wireless Competition; 5b - Customer Segments-Groups; 5c - Prepaid Competition; 7c - In-Network/Free Minutes Pricing Strategies; 8 - Regional/Local Pricing Strategies
Weiner, Scott	NEX-FCC-078-02020	NEX-FCC-078-02029	7c - In-Network/Free Minutes Pricing Strategies
Weiner, Scott	NEX-FCC-078-02030	NEX-FCC-078-02049	7c - In-Network/Free Minutes Pricing Strategies
Weiner, Scott	NEX-FCC-078-02050	NEX-FCC-078-02149	5a - Wireless Competition; 7c - In-Network/Free Minutes Pricing Strategies
Weiner, Scott	NEX-FCC-078-02869	NEX-FCC-078-02869	7c - In-Network/Free Minutes Pricing Strategies
Weiner, Scott	NEX-FCC-078-02931	NEX-FCC-078-02945	7c - In-Network/Free Minutes Pricing Strategies
Weiner, Scott	NEX-FCC-078-03169	NEX-FCC-078-03204	7c - In-Network/Free Minutes Pricing Strategies; 5a - Wireless Competition; ; 5e - Push-to-Talk & Prepaid Market Share Information
Weiner, Scott	NEX-FCC-078-03305	NEX-FCC-078-03323	7c - In-Network/Free Minutes Pricing Strategies; 5a - Wireless Competition
Weiner, Scott	NEX-FCC-078-03354	NEX-FCC-078-03370	7c - In-Network/Free Minutes Pricing Strategies
Weiner, Scott	NEX-FCC-078-03430	NEX-FCC-078-03460	7c - In-Network/Free Minutes Pricing Strategies
Weiner, Scott	NEX-FCC-078-03526	NEX-FCC-078-03557	7c - In-Network/Free Minutes Pricing Strategies
Weiner, Scott	NEX-FCC-078-03558	NEX-FCC-078-03593	5a - Wireless Competition; 5b - Customer Segments-Groups; 7c - In-Network/Free Minutes Pricing Strategies
Weiner, Scott	NEX-FCC-078-03633	NEX-FCC-078-03633	7c - In-Network/Free Minutes Pricing Strategies
Weiner, Scott	NEX-FCC-078-03678	NEX-FCC-078-03686	5a - Wireless Competition; 7c - In-Network/Free Minutes Pricing Strategies
Weiner, Scott	NEX-FCC-078-03722	NEX-FCC-078-03759	7c - In-Network/Free Minutes Pricing Strategies
Weiner, Scott	NEX-FCC-078-03764	NEX-FCC-078-03766	5d - Push-to-Talk Competition, 7c - In-Network/Free Minutes Pricing Strategies
Weiner, Scott	NEX-FCC-078-03815	NEX-FCC-078-03816	5a - Wireless Competition, 5d - Push-to-Talk Competition, 7c - In-Network/Free Minutes Pricing Strategies

Spec 7c

Customer	Account	Product	FCC ID	FCC Strategy
Weiner, Scott	NEX-FCC-078-03862	NEX-FCC-078-03863	7c - In-Network/Free Minutes Pricing Strategies	
Weiner, Scott	NEX-FCC-078-03869	NEX-FCC-078-03870	7c - In-Network/Free Minutes Pricing Strategies	



FCC INTERROGATORY NO. 8

8. *Does Nextel offer the same mobile wireless service plans (including all options and promotions) at the same price in each market where that company offers mobile wireless service? If not, identify the major differences among regions and why these differences exist. Discuss national, regional, and local plans separately. If differences exist, provide all documents that discuss pricing policies with regard to these differences.*

Response:

REDACTED IN FULL

Appendix 8-A

National and Regional Promotions Matrices

REDACTED IN FULL

Appendix 8-B

Nextel Document Production Index at Spec 8

REDACTED – FOR PUBLIC INSPECTION

Customer	Begin Dates	End Dates	FCC Specs
Detweiler, Milan	NEX-FCC-018-03544	NEX-FCC-018-03545	5a - Wireless Competition, 5d - Push-to-Talk Competition, 8 - Regional/Local Pricing Strategies
Detweiler, Milan	NEX-FCC-018-03573	NEX-FCC-018-03605	5d - Push-to-Talk Competition, 5e - Push-to-Talk & Prepaid Market Share Information, 8 - Regional/Local Pricing Strategies, 5b - Customer Segments-Groups
Detweiler, Milan	NEX-FCC-018-03737	NEX-FCC-018-03768	8 - Regional/Local Pricing Strategies, 5c - Prepaid Competition
Detweiler, Milan	NEX-FCC-018-03809	NEX-FCC-018-03839	5e - Push-to-Talk & Prepaid Market Share Information, 8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-00054	NEX-FCC-050-00092	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-00118	NEX-FCC-050-00136	5a - Wireless Competition; 8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-00175	NEX-FCC-050-00184	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-00185	NEX-FCC-050-00206	5a - Wireless Competition; 8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-00549	NEX-FCC-050-00600	8 - Regional/Local Pricing Strategies; 5a - Wireless Competition; 5b - Customer Segments-Groups
McPhail, Stephen	NEX-FCC-050-00620	NEX-FCC-050-00635	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-01172	NEX-FCC-050-01187	7c In Network; 5a - Wireless Competition; 8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-01188	NEX-FCC-050-01219	8 - Regional/Local Pricing Strategies; 5a - Wireless Competition; 5b - Customer Segments-Groups; 7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-01224	NEX-FCC-050-01465	8 - Regional/Local Pricing Strategies; ; 5b - Customer Segments-Groups; 7c - In-Network/Free Minutes Pricing Strategies; 5a - Wireless Competition
McPhail, Stephen	NEX-FCC-050-01466	NEX-FCC-050-01761	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-01762	NEX-FCC-050-02100	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-02101	NEX-FCC-050-02229	8 - Regional/Local Pricing Strategies; 5a - Wireless Competition; 7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-02230	NEX-FCC-050-02264	8 - Regional/Local Pricing Strategies; 7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-02265	NEX-FCC-050-02275	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-02276	NEX-FCC-050-02288	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-02289	NEX-FCC-050-02313	8 - Regional/Local Pricing Strategies; 7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-02314	NEX-FCC-050-02369	5a - Wireless Competition; 8 - Regional/Local Pricing Strategies; 5b - Customer Segments-Groups; 5d - Push-to-Talk Competition
McPhail, Stephen	NEX-FCC-050-02370	NEX-FCC-050-02446	5a - Wireless Competition; 8 - Regional/Local Pricing Strategies; 7c - In-Network/Free Minutes Pricing Strategies

Disburses	Begin Dates	End Dates	FCC Specs
McPhail, Stephen	NEX-FCC-050-02447	NEX-FCC-050-02557	5a - Wireless Competition; 7c - In-Network/Free Minutes Pricing Strategies; 8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03008	NEX-FCC-050-03014	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03015	NEX-FCC-050-03033	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03034	NEX-FCC-050-03059	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03060	NEX-FCC-050-03125	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03126	NEX-FCC-050-03139	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03140	NEX-FCC-050-03195	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03196	NEX-FCC-050-03197	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03198	NEX-FCC-050-03199	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03200	NEX-FCC-050-03209	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03210	NEX-FCC-050-03211	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03212	NEX-FCC-050-03213	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03214	NEX-FCC-050-03245	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03246	NEX-FCC-050-03255	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03326	NEX-FCC-050-03328	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03403	NEX-FCC-050-03404	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03405	NEX-FCC-050-03407	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03420	NEX-FCC-050-03420	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03421	NEX-FCC-050-03422	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03428	NEX-FCC-050-03435	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03437	NEX-FCC-050-03440	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03444	NEX-FCC-050-03447	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03476	NEX-FCC-050-03478	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03479	NEX-FCC-050-03484	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03485	NEX-FCC-050-03486	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03487	NEX-FCC-050-03489	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03490	NEX-FCC-050-03492	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03493	NEX-FCC-050-03494	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03495	NEX-FCC-050-03501	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03502	NEX-FCC-050-03504	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03505	NEX-FCC-050-03506	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03559	NEX-FCC-050-03560	8 - Regional/Local Pricing Strategies, 7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03598	NEX-FCC-050-03599	8 - Regional/Local Pricing Strategies

Client/Name	Begin Date	End Date	FCC Specs
McPhail, Stephen	NEX-FCC-050-03602	NEX-FCC-050-03603	8 - Regional/Local Pricing Strategies, 7c - In-Network/Free Minutes Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03608	NEX-FCC-050-03611	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03675	NEX-FCC-050-03677	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03678	NEX-FCC-050-03680	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03682	NEX-FCC-050-03683	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03761	NEX-FCC-050-03765	5d - Push-to-Talk Competition, 8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03819	NEX-FCC-050-03820	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03821	NEX-FCC-050-03822	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03823	NEX-FCC-050-03824	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03825	NEX-FCC-050-03826	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03827	NEX-FCC-050-03829	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03830	NEX-FCC-050-03832	8 - Regional/Local Pricing Strategies
McPhail, Stephen	NEX-FCC-050-03886	NEX-FCC-050-03889	8 - Regional/Local Pricing Strategies
Newton, Dennis	NEX-FCC-055-02752	NEX-FCC-055-02757	5a - Wireless Competition, 5c - Prepaid Competition, 5d - Push-to-Talk Competition, 7c - In-Network/Free Minutes Pricing Strategies, 8 - Regional/Local Pricing Strategies
Newton, Dennis	NEX-FCC-055-02917	NEX-FCC-055-02918	8 - Regional/Local Pricing Strategies
Newton, Dennis	NEX-FCC-055-03365	NEX-FCC-055-03366	5e - Push-to-Talk & Prepaid Market Share Information, 8 - Regional/Local Pricing Strategies
Schweitzer, Mark	NEX-FCC-068-00601	NEX-FCC-068-00620	8 - Regional/Local Pricing Strategies
Schweitzer, Mark	NEX-FCC-068-00621	NEX-FCC-068-00627	8 - Regional/Local Pricing Strategies
Schweitzer, Mark	NEX-FCC-068-00628	NEX-FCC-068-00634	8 - Regional/Local Pricing Strategies
Schweitzer, Mark	NEX-FCC-068-00635	NEX-FCC-068-00664	8 - Regional/Local Pricing Strategies
Schweitzer, Mark	NEX-FCC-068-00665	NEX-FCC-068-00671	8 - Regional/Local Pricing Strategies
Schweitzer, Mark	NEX-FCC-068-00738	NEX-FCC-068-00739	5a - Wireless Competition, 8 - Regional/Local Pricing Strategies
Schweitzer, Mark	NEX-FCC-068-00818	NEX-FCC-068-00819	5c - Prepaid Competition, 8 - Regional/Local Pricing Strategies
Schweitzer, Mark	NEX-FCC-068-00848	NEX-FCC-068-00851	8 - Regional/Local Pricing Strategies
Schweitzer, Mark	NEX-FCC-068-01395	NEX-FCC-068-01399	8 - Regional/Local Pricing Strategies
Schweitzer, Mark	NEX-FCC-068-02097	NEX-FCC-068-02098	8 - Regional/Local Pricing Strategies, 7c - In-Network/Free Minutes Pricing Strategies, 5d - Push-to-Talk Competition
Schweitzer, Mark	NEX-FCC-068-02099	NEX-FCC-068-02100	7c - In-Network/Free Minutes Pricing Strategies, 8 - Regional/Local Pricing Strategies
Schweitzer, Mark	NEX-FCC-068-02272	NEX-FCC-068-02335	8 - Regional/Local Pricing Strategies
Schweitzer, Mark	NEX-FCC-068-02354	NEX-FCC-068-02357	8 - Regional/Local Pricing Strategies, 7c - In-Network/Free Minutes Pricing Strategies

Custodian	Begin Date	End Date	FCC SPECS
Schweitzer, Mark	NEX-FCC-068-02366	NEX-FCC-068-02369	7c - In-Network/Free Minutes Pricing Strategies, 8 - Regional/Local Pricing Strategies
Schweitzer, Mark	NEX-FCC-068-02653	NEX-FCC-068-02658	8 - Regional/Local Pricing Strategies
Schweitzer, Mark	NEX-FCC-068-02962	NEX-FCC-068-02965	8 - Regional/Local Pricing Strategies, 7c - In-Network/Free Minutes Pricing Strategies
Weiner, Scott	NEX-FCC-078-00540	NEX-FCC-078-00605	5a - Wireless Competition; 8 - Regional/Local Pricing Strategies; 5d - Push-to-Talk Competition
Weiner, Scott	NEX-FCC-078-01460	NEX-FCC-078-01480	5e - Push-to-Talk & Prepaid Market Share Information; 5c - Prepaid Competition; 8 - Regional/Local Pricing Strategies
Weiner, Scott	NEX-FCC-078-01481	NEX-FCC-078-01484	5b - Customer Segments-Groups; 8 - Regional/Local Pricing Strategies
Weiner, Scott	NEX-FCC-078-01668	NEX-FCC-078-01846	8 - Regional/Local Pricing Strategies; 5c - Prepaid Competition; 5a - Wireless Competition
Weiner, Scott	NEX-FCC-078-01865	NEX-FCC-078-01887	5a - Wireless Competition; 7c - In-Network/Free Minutes Pricing Strategies; 8 - Regional/Local Pricing Strategies
Weiner, Scott	NEX-FCC-078-01947	NEX-FCC-078-01988	5a - Wireless Competition; 5b - Customer Segments-Groups; 5d - Push-to-Talk Competition; 7c - In-Network/Free Minutes Pricing Strategies; 5c - Prepaid Competition; 8 - Regional/Local Pricing Strategies
Weiner, Scott	NEX-FCC-078-02002	NEX-FCC-078-02019	5a - Wireless Competition; 5b - Customer Segments-Groups; 5c - Prepaid Competition; 7c - In-Network/Free Minutes Pricing Strategies; 8 - Regional/Local Pricing Strategies
Weiner, Scott	NEX-FCC-078-02158	NEX-FCC-078-02174	8 - Regional/Local Pricing Strategies
Weiner, Scott	NEX-FCC-078-02846	NEX-FCC-078-02855	8 - Regional/Local Pricing Strategies
Weiner, Scott	NEX-FCC-078-02864	NEX-FCC-078-02868	8 - Regional/Local Pricing Strategies
Weiner, Scott	NEX-FCC-078-02882	NEX-FCC-078-02893	8 - Regional/Local Pricing Strategies
Weiner, Scott	NEX-FCC-078-02894	NEX-FCC-078-02917	8 - Regional/Local Pricing Strategies
Weiner, Scott	NEX-FCC-078-02918	NEX-FCC-078-02930	8 - Regional/Local Pricing Strategies

FCC INTERROGATORY NO. 9

9. *Provide documents that discuss Nextel's marginal (or incremental) revenue per user and marginal (or incremental) revenue per minute.*

Response:

Documents responsive to this interrogatory are attached as Appendix 9-A.

Appendix 9-A

Documents discussing Marginal Revenue

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FCC INTERROGATORY NO. 10

10. *Provide all analyses, from January 1, 2003 to the present, in Nextel's possession that address elasticities of demand, including own-price elasticities and cross-price elasticities for any mobile wireless or wireline carrier, and the elasticity of demand for the mobile wireless industry as a whole (aggregate elasticity of demand).*

Response:

See Nextel Document Production Index at Spec 10, attached as Appendix 10-A.

Appendix 10-A

Nextel Document Production Index at Spec 10

Customer	Begin Bates	End Bates	FCC Specs
McPhail, Stephen	NEX-FCC-050-00697	NEX-FCC-050-00732	5b - Customer Segments-Groups; 10 - Demand Elasticities
McPhail, Stephen	NEX-FCC-050-01220	NEX-FCC-050-01223	10 - Demand Elasticities
McPhail, Stephen	NEX-FCC-050-03553	NEX-FCC-050-03558	10 - Demand Elasticities, 5a - Wireless Competition
McPhail, Stephen	NEX-FCC-050-03897	NEX-FCC-050-03898	10 - Demand Elasticities, 5a - Wireless Competition
Newton, Dennis	NEX-FCC-055-01261	NEX-FCC-055-01261	10 - Demand Elasticities
Newton, Dennis	NEX-FCC-055-01885	NEX-FCC-055-01957	10 - Demand Elasticities
Newton, Dennis	NEX-FCC-055-02879	NEX-FCC-055-02881	10 - Demand Elasticities
Newton, Dennis	NEX-FCC-055-03333	NEX-FCC-055-03335	10 - Demand Elasticities
Newton, Dennis	NEX-FCC-055-03360	NEX-FCC-055-03361	5d - Push-to-Talk Competition, 10 - Demand Elasticities
Schweitzer, Mark	NEX-FCC-068-00072	NEX-FCC-068-00232	10 - Demand Elasticities; 5c - Prepaid Competition; 5e - Push-to-Talk & Prepaid Market Share Information
Schweitzer, Mark	NEX-FCC-068-01119	NEX-FCC-068-01120	5c - Prepaid Competition, 10 - Demand Elasticities
Schweitzer, Mark	NEX-FCC-068-02238	NEX-FCC-068-02268	5e - Push-to-Talk & Prepaid Market Share Information, 10 - Demand Elasticities, 5b Customer Segments-Groups
Schweitzer, Mark	NEX-FCC-068-02370	NEX-FCC-068-02371	7c - In-Network/Free Minutes Pricing Strategies, 10 - Demand Elasticities
Weiner, Scott	NEX-FCC-078-00606	NEX-FCC-078-00614	10 - Demand Elasticities
Weiner, Scott	NEX-FCC-078-02870	NEX-FCC-078-02881	5d - Push-to-Talk Competition; 10 - Demand Elasticities; 5c - Prepaid Competition
Weiner, Scott	NEX-FCC-078-02984	NEX-FCC-078-03143	10 - Demand Elasticities; 5c - Prepaid Competition
Weiner, Scott	NEX-FCC-078-03238	NEX-FCC-078-03260	10 - Demand Elasticities; 5a - Wireless Competition
Weiner, Scott	NEX-FCC-078-03293	NEX-FCC-078-03304	10 - Demand Elasticities; 5a - Wireless Competition
Weiner, Scott	NEX-FCC-078-03819	NEX-FCC-078-03827	10 - Demand Elasticities

FCC INTERROGATORY NO. 11

11. *Translate the \$12.1 billion estimate of synergies created by the merger, presented in the Montagner & Nielsen Declaration, into an estimate of the expected reduction (or reasonable range of estimated reduction) in unit cost. That is, translate the \$12.1 billion net present value estimate into a cost reduction that could be employed in a merger simulation or similar analysis to quantify the expected unilateral impact of the merger on price in the mobile telephony market.*

Response:

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FCC INTERROGATORY NO. 12

12. *Provide, using available estimates for the values of key inputs, a merger simulation, or similar analysis or set of analyses, that have been undertaken to support quantitatively the claim that the merger would not enable the merged entity to unilaterally increase mobile telephony prices.*

Response:

See Sprint's Response to Request for Information 12.



FCC INTERROGATORY NO. 13

13. *Paragraph 12 of the Montagner & Nielsen Declaration claims that the merged entity would be able to provide consumers significantly improved network coverage by making use of sites from both carriers. Since Nextel's current network is in the 800 and 900 MHz bands, while Sprint uses 1.9 GHz where more cell sites are generally needed because of the propagation characteristics of this higher frequency band, elaborate on how the merged entity would plan to improve overall network coverage while collocating 80% of its planned CDMA sites onto existing Nextel cell sites.*

Response:

Sprint Nextel's strategy for improving coverage and collocating new cell sites will leverage the differences in iDEN and CDMA technologies, and in particular the manner in which Nextel has constructed its network to support the iDEN air interface. Many factors make up a "link budget," including propagation, and modulation and coding. In terms of propagation, using the same technology (e.g., CDMA or iDEN) and raising the frequency—and holding all other variables constant—will result in decreased range.

In Nextel's case, however, to achieve high performance in the small slivers of spectrum that comprise Nextel's 800/900 MHz spectrum holdings, iDEN was designed to require a *stronger* signal than CDMA at those frequencies in order to be effective. In effect, the theoretical benefits of operating at the lower frequency (800/900 MHz) are lost due to the stronger signals required for Nextel's iDEN system. That is, the coding and modulation components of the link budget of Nextel's iDEN system are not as robust as CDMA. Thus, in ideal conditions, a Nextel iDEN cell site operating at 800 MHz has comparable coverage to a CDMA site operating at 1.9 GHz. A 1.9 GHz CDMA network can be efficiently deployed on existing 800/900 MHz iDEN sites and achieve coverage characteristics similar to those achieved by building new 1.9 GHz CDMA sites.

Additionally, collocation of network equipment can cause difficulties in terms of physical space in site shelters. Again, Nextel's use of iDEN technology aids in collocation of CDMA equipment. iDEN technology, which is older than CDMA, requires large enclosed shelters which typically have sufficient space to accommodate the smaller CDMA gear. Thus, it is very likely that much of the CDMA equipment can be moved to the iDEN cell sites without necessarily running into limitations of physical space within the shelter.

FCC INTERROGATORY NO. 14

14. *Paragraph 8 of the Valente & West Declaration states: "Developing technologies for seamless interoperability between the iDEN and CDMA technologies will be paramount. Integrating these networks will allow the combined company to achieve significant technology synergies and capabilities." Exactly what technologies for interoperability does this quote reference? Exactly what kinds of integration does the quote reference?*

Response:

The technologies to which this quote refers are interconnected voice and Direct Connect switching, backhaul, transport, and devices.

- Voice switching integration requires use of multi-function (GSM/CDMA) Home Location Registers ("HLRs") and Gateway Mobile Switching Centers ("MSCs"). These technologies allow users to easily be moved from one technology to the other, and communicate between technologies, without changing phone numbers or subscription information. When used with iDEN/CDMA dual mode handsets, these technologies will also facilitate roaming between the iDEN and CDMA networks.
- Direct Connect switching integration refers to the use of gateways between the technologies that enable users to make PTT calls between the networks. Specifically, the quote references that a new network element would be required that would bridge the technology difference between Sprint's Ready Link service and Nextel's Direct Connect service to allow users of Sprint's Ready Link service to connect with Nextel's subscribers of Direct Connect and vice versa via the push-to-talk feature. In order to achieve this objective, a solution that converts the Direct Connect data to a format that can be used by Sprint's CDMA Ready Link service and vice versa must exist. This network element would include signaling conversion, voice coding conversion and other conversions to be determined.
- Backhaul integration refers to the use of packet technology to combine CDMA and iDEN backhaul onto a smaller number of network links than if they were served separately, as they are today.
- Transport integration refers to the use of common IP and Optical packet technology over wide areas. Device integration refers to the creation of dual mode phones that can support both iDEN and CDMA technologies.

To date, Sprint and Nextel have not had a substantive technical exchange on how to inter-work the iDEN and CDMA networks, and representatives from the companies will not do so until after this transaction closes.

FCC INTERROGATORY NO. 15

15. *Paragraph 7 of the Valente & West Declaration states: "Initially, the combined company will utilize over 43,000 cell sites. Over time, some of these existing sites will be consolidated where there are overlaps in coverage, and others will be added to enhance the coverage."*
- a. *What criteria will be used to consolidate cell sites? Does eliminating overlap for both iDEN and CDMA cells cause reduced coverage or other effects?*
 - b. *Provide measured network performance data reports and associated maps provided by Telephia or by a similar service. Include relevant network performance parameters, such as but not limited to, coverage, capacity, and call quality for switched voice, packet data, Direct Connect, and Ready Link services. Provide performance comparisons among all CMRS wireless carriers providing similar services within a given market.*
 - c. *On a nationwide basis, provide a MapInfo compatible electronic file showing the currently available -95dBm coverage provided by Nextel. Distinguish affiliates' coverage if included.*

Response:

- a. Sprint Nextel will examine all sites to determine whether collocation opportunities exist. Collocation opportunities take the form of placing either iDEN or CDMA antennas on the same tower platform, and using one shelter to house both sets of equipment. Sprint Nextel's criteria for selecting potential site consolidation opportunities will be the following: (1) the potential site consolidation opportunity must maintain equal or improved Network Quality for the given area, and (2) the potential site consolidation opportunity must be equitable in terms of invested costs to consolidate versus the realized savings.

For the 1900 MHz CDMA network, the most significant driver of Network Quality is the dB Coverage Level. Thus, coverage impact for the site consolidation opportunity will be evaluated in terms of "the number of pops brought to link budget." The term "pops" represents the number of residents who live in the area plus the number of employees who work in the area. The term "link budget" represents Sprint's and Nextel's standard dB coverage levels per morphology type. Morphology types include dense urban, urban, suburban and rural areas to which wireless coverage is extended. Therefore, "the number of pops brought to link budget" should be unchanged or increased as a result of a consolidation in order to quantitatively show that there is no negative impact in Network Quality.

The analysis to quantify the impact from site consolidation is performed using the industry standard prediction tool named "PlaNet."

For the 800 MHz iDEN network, there are two drivers of concerns for Network Quality – dB Coverage Levels and co-channel interference caused by frequency reuse. For the iDEN network, the first objective is to maintain or increase the square mileage of coverage area above the link budget thresholds. The second objective is to maintain or decrease the square mileage co-channel interference levels below the customer impacting thresholds. The analysis to quantify these impacts is performed using, among other things, the industry standard prediction tool named "Wizard."

- b. *See Appendix 15-A (attached). Note that the footers on the documents from Telephia reference Cingular and T-Mobile. This is an error. These documents were, in fact, ordered by Nextel from Telephia.*
- c. *See Appendix 15-B (attached), providing a CD-ROM containing files detailing Nextel's nationwide coverage. Note that, as discussed with FCC staff, Nextel has provided MapInfo compatible files showing its nationwide coverage that are kept in the ordinary course of Nextel's operations. Nextel does not, in the ordinary course, analyze coverage data at -95dBm, or, in fact, at any uniform level. The coverage data included in the files on the CD-ROM represents multiple levels in different regions of the country, generally in the -86 to -91dBm range.*

Appendix 15-A

Measured network performance data reports provided by
Telephia and Global Wireless Solutions

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Appendix 15-B

Currently available -95dBm coverage provided nationwide by Nextel

MapInfo compatible file —
provided electronically
REDACTED IN FULL



FCC INTERROGATORY NO. 16

16. *Paragraph 13 of the Valente & West Declaration lists examples of how the merger will lead to "Lower Cost Service." With regard to "CDMA network evolution and migration to an IP-centric network," provide transitional plans, key technology change outs, projected timetable, resources, and estimated cost. Also provide key compatibility challenges with the radio access network (both iDEN and CDMA) and with the wireless networks' core systems (circuit and packet switched).*

Response:

See Sprint's Response to Request for Information 17. In addition, Nextel is identifying, researching, and addressing key iDEN and CDMA compatibility challenges. More information regarding these challenges is identified in Nextel's Response to Request for Information 18.

FCC INTERROGATORY NO. 17

17. *Paragraphs 14 through 22 of the Valente & West Declaration claim that the merger would more quickly realize the applicants' shared vision of an all IP network with highly efficient IP-aware Radio Access transports, and state: "IP transport will be used to link systems, and Voice over IP ("VoIP") technology will provide common control and signaling for all services."*
- a. *Explain how the current IP backbone network and the associated services (such as private IP, PIP) serves wireless operators (including Nextel).*
 - b. *Provide a succinct summary of any testing conducted for mobile wireless IP-based services, including VoIP, PTT and mobile data over 1xRTT, 1xEV-DO, or other technologies. Include test results, performance parameters, bench marks, and user satisfaction ratings.*
 - c. *Based on the current cell site locations for both Sprint and Nextel, what is the expected success rate in achieving direct trunking? What are the cost savings attributed to using Sprint's IP transport network to backhaul Nextel's traffic? Provide supporting documents.*
 - d. *Would using the Sprint IP backbone (whether carried over fiber, SONET, or MAN-based networks) obviate the need, in whole or in part, for the Nextel nationwide IP and ATM networks? Provide a list of cities where Nextel operates IP and ATM networks. Provide a MapInfo compatible nationwide network diagram for Nextel.*

Response:

- a. See Sprint's Response to Request for Information 18(a).
- b. See Sprint's Response to Request for Information 18(b).
- c. See Sprint's Response to Request for Information 18(c).
- d. Based on preliminary analysis, it appears that Nextel's existing IP and ATM networking gear can be reconfigured to take advantage of Sprint Nextel's long-haul communications network, thus reducing payments to third-party carriers. A more detailed analysis will be undertaken after the merger is approved to determine specifically how, where, and when the Nextel IP and ATM requirements can be supported on Sprint's network infrastructure.

See Appendix 17-A (attached), providing a MapInfo compatible file illustrating Nextel's nationwide IP and ATM networks.

Appendix 17-A

Nationwide IP and ATM network diagram for Nextel

MapInfo compatible file –
provided electronically
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FCC INTERROGATORY NO. 18

18. *Paragraphs 23 and 28 of the Valente & West Declaration discuss challenges to integrating the current cellular network architectures and how the merger will enable the companies to develop an Internet and Multi-Media Subsystem (IMS) architecture and "drive the development of these (international) standards to create innovative, efficient, access-agnostic services."*
- a. *What latest approved standards or hardware/software solutions will enable the integration of iDEN and CDMA mobile networks? Describe how the specific standards support the integration of both networks and facilitate supporting all current mobile wireless services, including Direct Connect, switched voice, and packet data applications, provided by each company.*
 - b. *What are the critical elements necessary to integrate the networks in a manner that will provide transparent mobile wireless services to subscribers of both networks collectively? Your explanation should discuss the following elements: transport, core, radio-access, and signaling. Describe the specific challenges the merged entity may face when integrating the networks. Your explanation should include factors such as, but not limited to, project planning, product availability, commercial viability, and operational constraints. Provide specific analyses that are relevant to the integration of iDEN and CDMA networks for packet data, PTT, and switched voice services.*

Response:

REDACTED IN FULL

FCC INTERROGATORY NO. 19

19. *Paragraph 38 of the Valente & West Declaration indicates that "after completion of the re-banding, the iDEN network will have extensive coverage." Post re-banding, will the iDEN system provide a larger coverage area than pre-banding? If so, explain how.*

Response:

Reconfiguration of the 800 MHz band will not itself expand the geographic coverage of Nextel's dual-band 800 MHz/900 MHz iDEN network. While the FCC's band reconfiguration will modify the 800 MHz frequencies on which Nextel is licensed to operate, this reconfiguration will *not* change the geographic area over which Nextel is authorized to provide service in the 800 MHz band.

As described above and in the Valente & West Declaration, however, Sprint Nextel over time will continue to expand the geographic coverage of its dual-band iDEN network as part of its normal business strategy, both during and after 800 MHz band reconfiguration. As explained in Paragraph 52 of the Valente & West Declaration, the proposed merger will facilitate this iDEN expansion: "The combined cell site assets of Sprint Nextel will be particularly beneficial in enabling the new company to operate the optimal combination of tower sites necessary to maximize coverage, fill in dead spots, and add capacity to the CDMA and iDEN networks."



FCC INTERROGATORY NO. 20

20. *Paragraph 13 of Attachment 1 to the Valente & West Declaration states that "Sprint anticipates upgrading its Radio Access Network ("RAN") to 1xEV-DO Rev. A starting in late 2006." How does such an upgrade affect the 1xRTT RAN? How would 1xEV-DO interact with 1xRTT? What would be the effect on subscribers' handsets, smart phones, or data cards?*

Response:

See Sprint's Response to Request for Information 22.

